



Municipal Innovation Exchange

September 2018 – Municipal Innovation Conference

What excites us
about MIX?



Our goals

- Find avenues to work on better solutions that will benefit our communities
- Integrating experimentation and development into the procurement process
- Building partnerships with start-ups/SMEs and other innovators – bringing new solutions to the municipal sector
- Leveraging new and emerging innovations – keeping pace and getting ahead of new solutions
- Taking what is considered the ‘elite edge’ of municipal innovation and growing capacity across the whole sector

Our mandate:

Run multi-city *innovation procurement*
challenges

Conduct *policy research*

Codify learnings into a best-practice
Municipal Innovation Procurement Framework

We are an emerging centre of excellence that is.....

- **Creating and exploring various models** that:
 - reduces barriers
 - leverages procurement to find solutions from innovative companies
 - makes local governments early adopters
- **Not starting from scratch.** Leverages:
 - Guelph's Civic Accelerator
 - MaRS' Procurement by Co-Design
- **In good company**
 - City of London
 - City of Barrie
- **Big on sharing.**
 - codify lessons learned
 - develop case studies
 - build a network of innovators across municipalities
 - explore various models

Our Partners



What is our approach?



Policy Research

- > Interviews with 20+ experts including academics, municipalities, legal experts, and procurement leads at partner cities
- > Explored models and platforms that support innovation procurement across Canada and around the world



Stakeholder Interviews

- > In-depth interviews with City of Guelph staff to identify what makes a good challenge and the value of solving challenges
- > Identified elements like the need to deal with “rogue pilots”



Policies and Procedures

- > Each city has distinct processes and bylaws that oversee procurement. We dug deep.



Challenge Framework

- Needs to be flexible enough to work in the diverse context of municipalities
- No one size fits all, exploring different methods
- It is “new” - but really we are just using the full procurement toolbox
- Needs to look at the demand and the supply side

What is next for MIX?

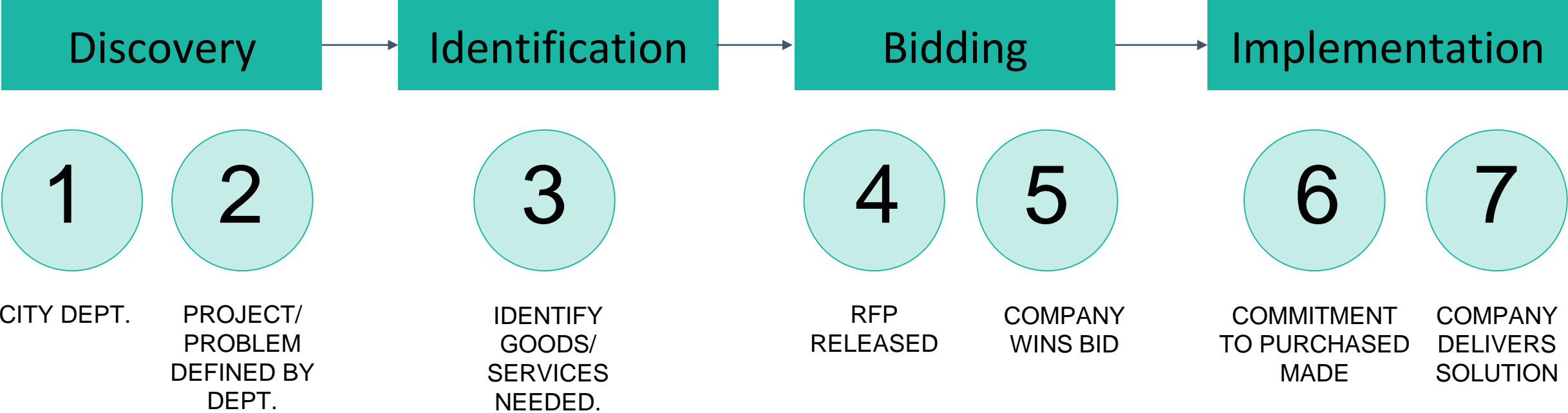
What we have planned



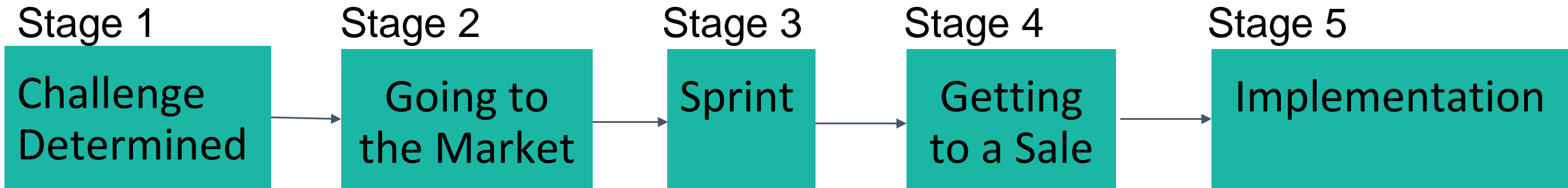
- Guelph will launch its first challenge later this year, followed by London and Barrie in 2019
- Reveal our website – the central hub of all our work
- Release a policy report of our findings along with an event in November

How can you help us?

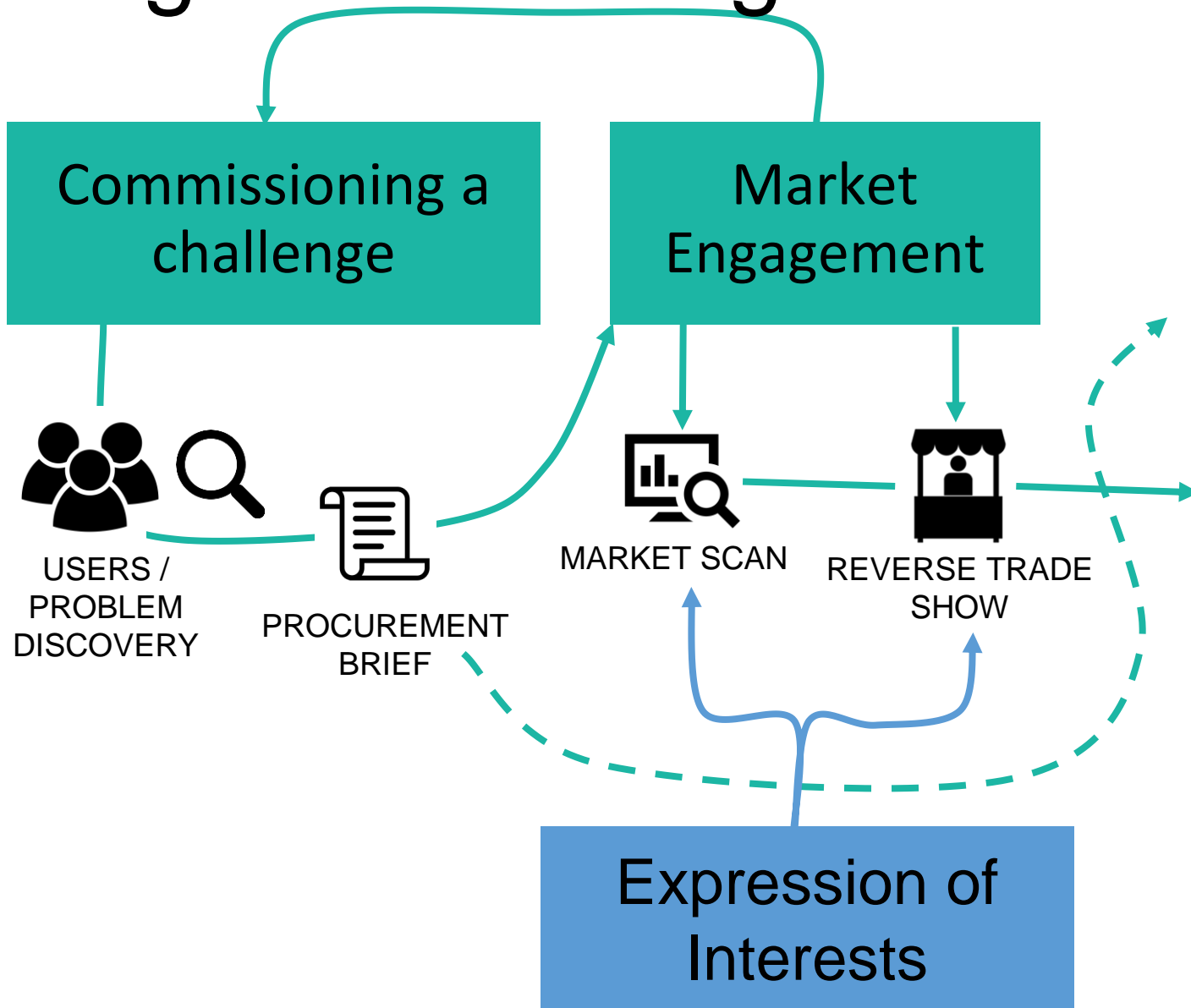
Traditional RFP Framework



The Sprint Method



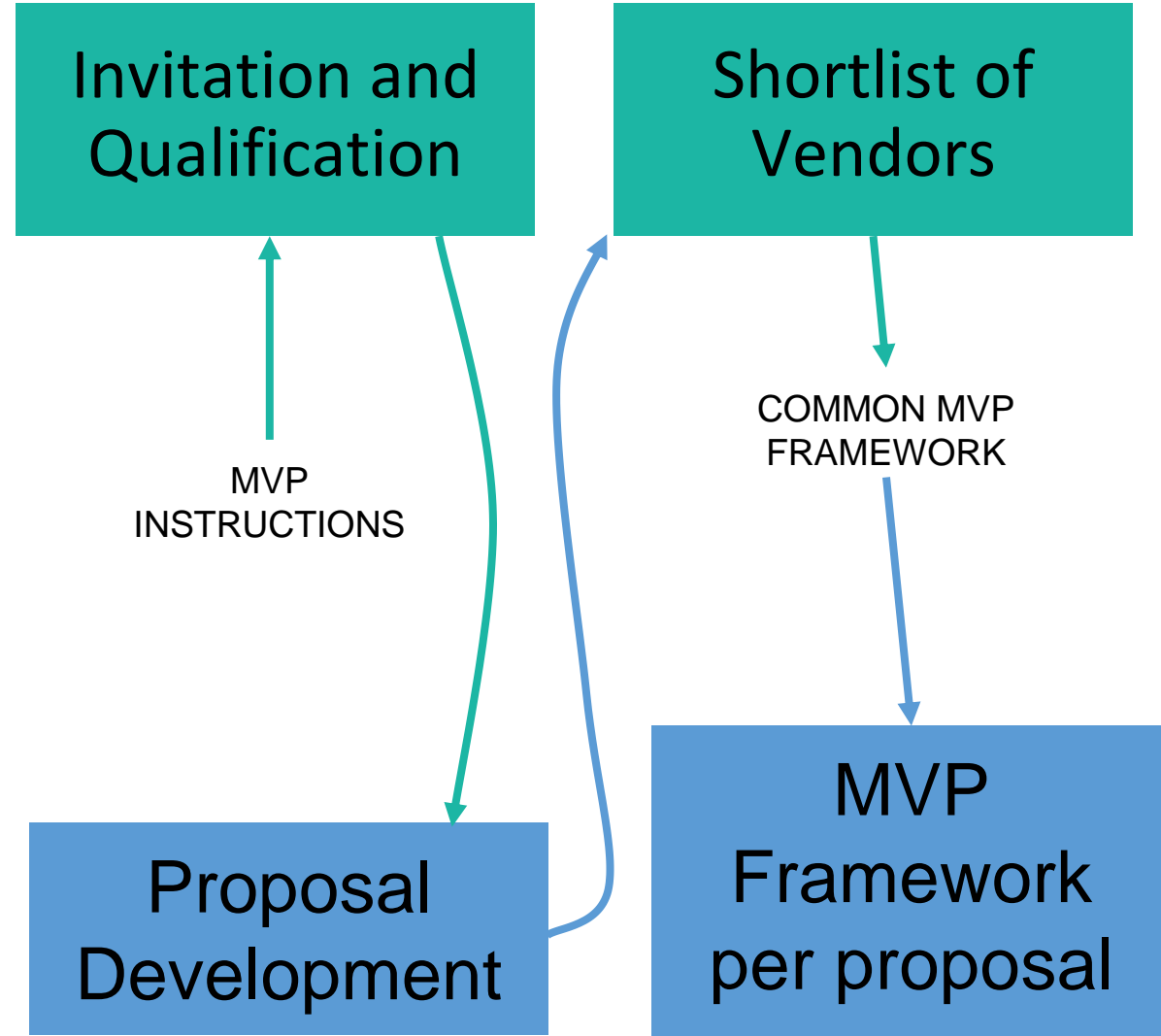
Stage 1: Challenge Determined



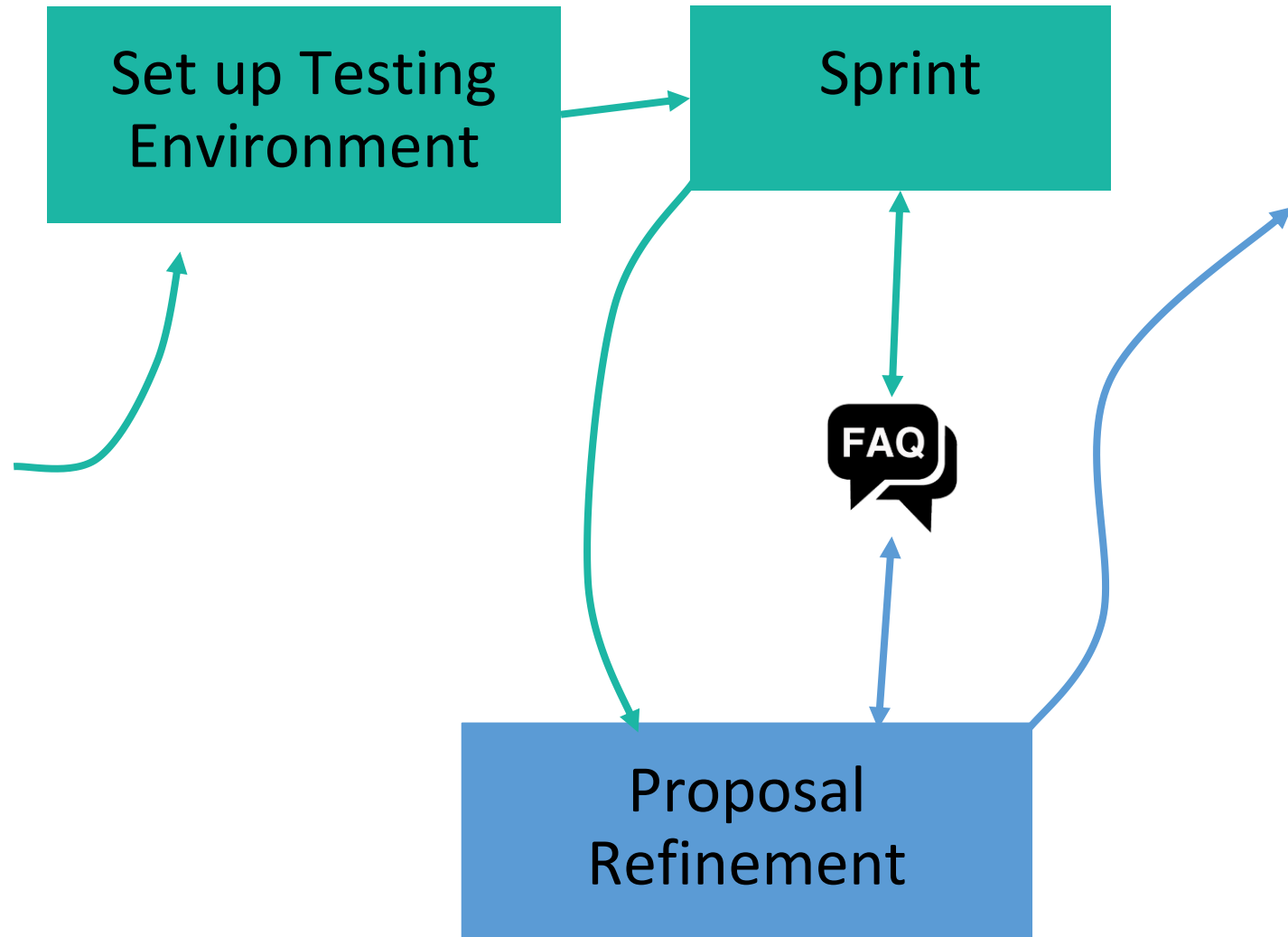
Rarely does the regular RFP include proper market research, and there is limited time to do market scanning for new and emerging technologies.

Stage 2: Going to Market

Procurement would benefit from avenues to help find vendors who are able to be flexible to work within the complexity of government



Stage 3: Sprint

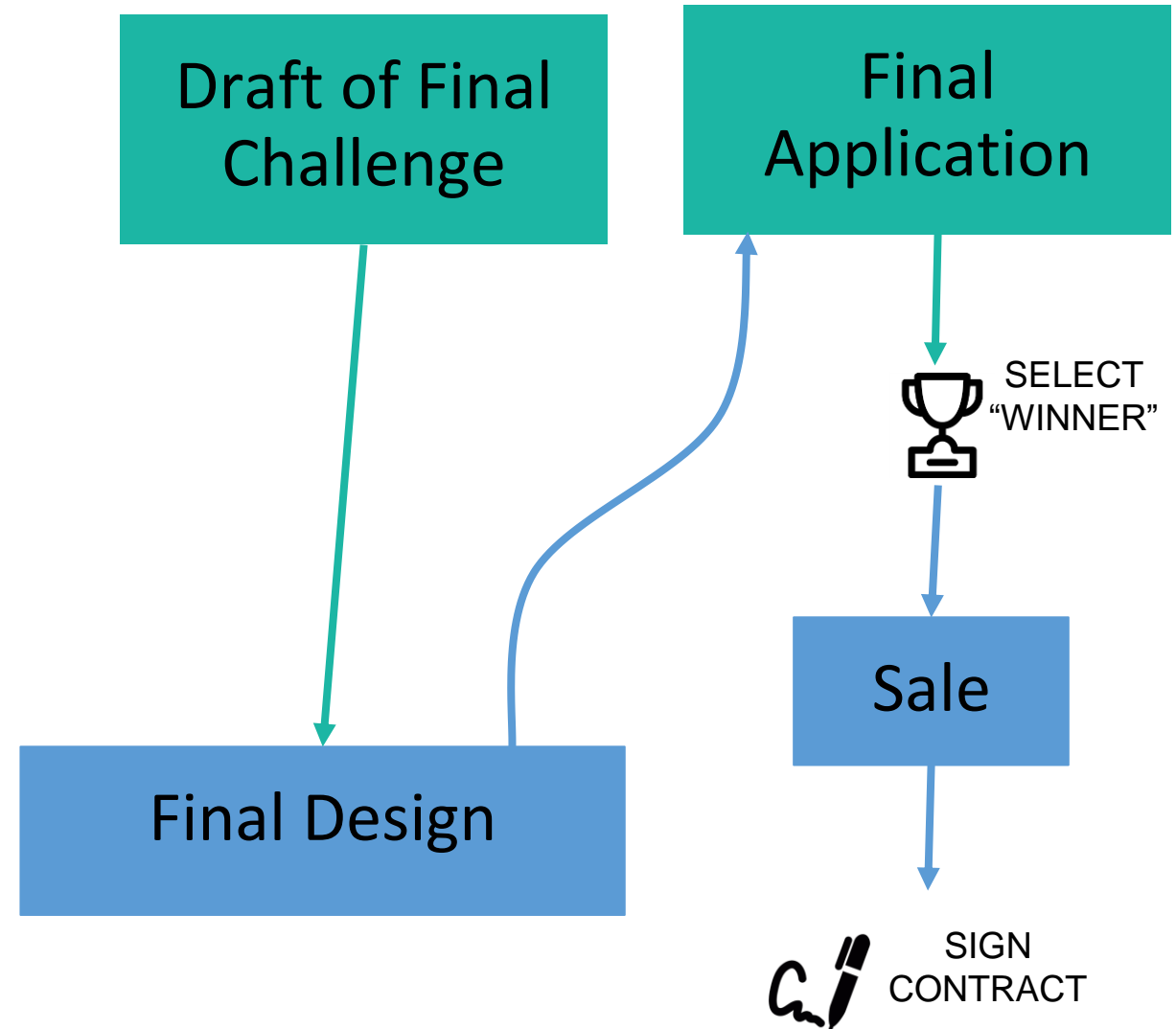


Working with government is different, and not every venture is set out to do this. This model helps determine who will be an effective partner.

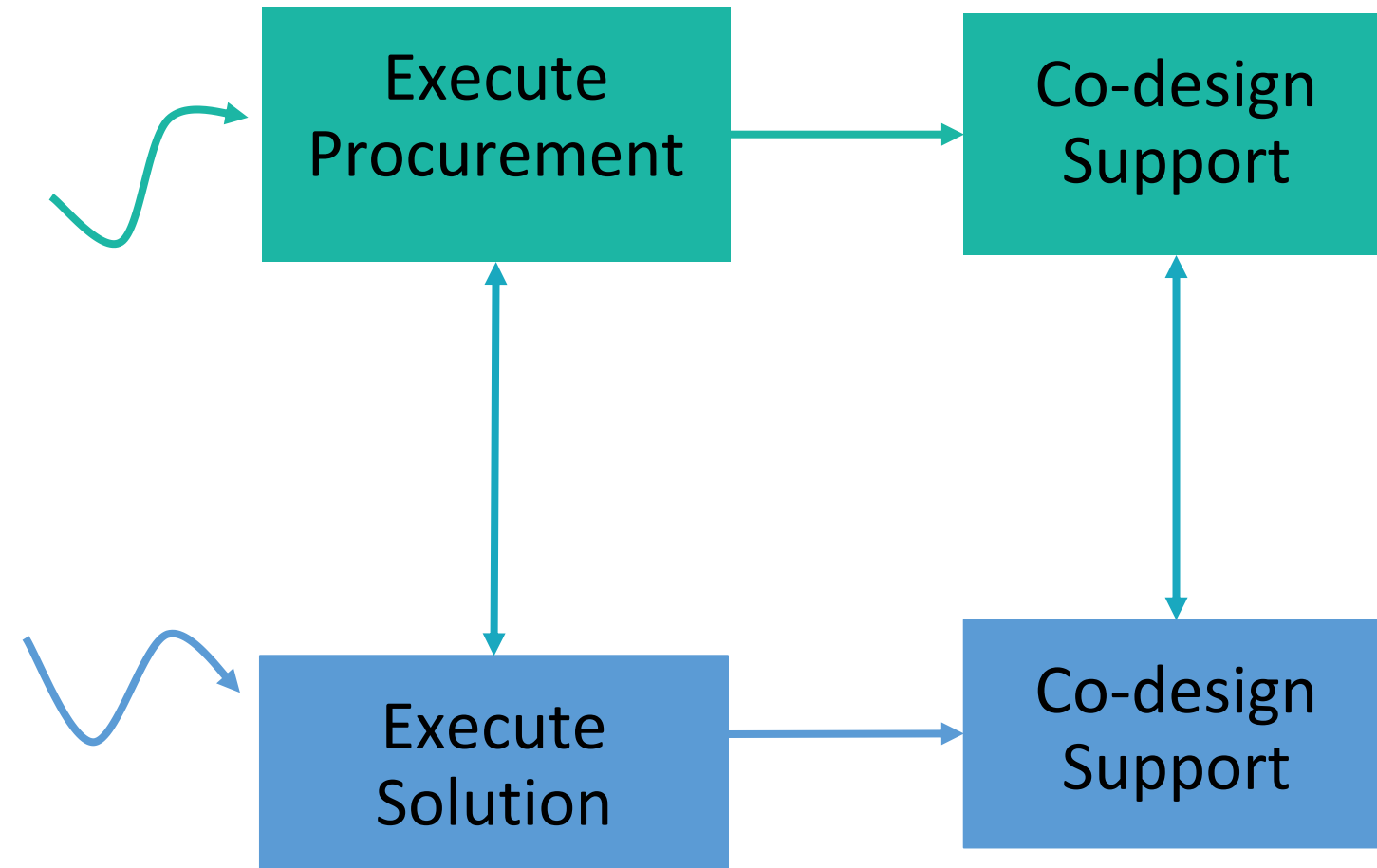
Stage 4: Getting to a Sale

RFPs, once developed, are put to the market with no opportunity to make adjustments. This approach allows for informed development of an RFP and informed vendors to apply to that RFP.

When a final RFP is created will be more refined, received better applications, and allow for more informed decision making.



Stage 5: Implementation



Different ventures will need different supports. If we want to work with ventures of all sizes - we need to be prepared to be equally adaptive and support them throughout execution and implementation.

Questions

- What do you like?
- What are some concerns or risks that you find?
- Do you have any suggestions or alternatives?
- What challenge might you want to use this model for?

Learn More

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